

Pricing Process for 2015-16

When the WNYRIC sets pricing for the upcoming year, we only review the WNYRIC costs. No vendor costs are included but we work with vendors to get the best pricing to keep costs down.

Process WNYRIC follows for determining new pricing:

1. Our goal is to stay below a 2% proposed increase to each individual service so the overall increase for all districts is less than 2%.
2. Review last year's end of year budget to find areas that had excess revenue or shortage of revenue, especially labor intensive services where salary and benefits need to be covered. These services are looked at to increase or decrease costs accordingly.
3. Review budgets in November/December to see if any other adjustments need to be made based on excess revenue or a shortage of revenue in a service. Costs are adjusted accordingly
4. Review new aspects to services or possible new services which will require additional staff in order to support services which may be based on increased participation or changes in the software. Service costs are adjusted accordingly
5. Once all pricing has been determined and applied, the overall changes are reviewed and adjusted if necessary for the overall increase is less than 2%.

For 2015-16:

1. Overall increase for services provided by WNYRIC for WNYRIC costs is 1.65%
2. Percentage of district by district increase/decrease is -2.99% to 17.83%. There are outliers because of eliminating/decreasing a service(s) or adding/increasing a service(s)
3. 86% of all districts increases are between -0.79% and 2.45%
4. The following are some ways in which the WNYRIC contained costs
 - The new broadband contract negotiations
 - Cooperative bidding for hardware and maintenance on all network equipment
 - Use of coupon bid process to
 - Power Management that directly impacts a district's energy bills
 - Centralized build of enterprise software patch management servers so this cost is not incurred by school districts
 - Core upgrade to 10 Gb x 4 capability (40 Gb) at less cost than current design
 - Begin co-location research for the WNYRIC Data Center for cost effective and a sustainable and robust WNYRIC data center in the future
 - Continue to work with Gartner and InfoTech in researching initiatives related to cost effectiveness for Infrastructure and Operations.
 - Standardization of monitoring tools, more efficient and cross platform at sustainable pricing.
 - Negotiated on behalf of all RICs policy of "no additional charge" for My Big Campus for the life of the active contracts with Lightspeed.
 - Successfully negotiated with Xerox for \$41,000+ in refunds to school districts after other internal teams were unable to without incurring legal costs.
 - Purchase of Service Now software in collaboration with other RICs to better support the initiative of RIC-wide shared services as well as better integrate current disparate programs used operationally by Erie 1 BOCES, also organized monthly collaboration sessions between RICs.
 - Collaborative NY State Microsoft EES agreement allowed for "Level C" pricing which is 12% less in costs and provides additional cost effective tools for our school districts.
 - Collaborate with other RICs for shared Microsoft Premier Support contract which is lowest price offered and has allowed our staff to have the highest level of incident support as well as training and design sessions with Microsoft engineers.